



Betty Lehr

March Newsletter with February Results

Builders of Excellence

(325)205-2882 blehr1223@gmail.com

A BIG CONGRATS to these Achievers!!

Queen of
Sharing



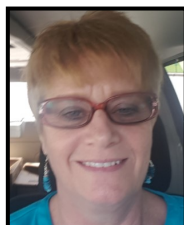
Aundie
Bland - 7

Runner
Up



Starlyn
Williams-
Griffis - 5

Queen of
Wholesale



Juanita
Fabian

new faces **take you** places BRACELET



Earned Feb. Bracelet



Winners



Juanita
Fabian



Aundie
Bland



Gloria
Rascon



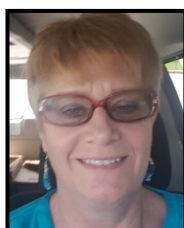
Betty
Lehr

Bronze Medal
Achiever



Aundie Bland

Grand Slam
Winner



Juanita Fabian

Love Sample Bag Winners

Vickie Lem
Jacalyn Pruser
Donna Fischer
Barbara Salvato
Tia Raley
Shirley Smith
Janet Jones

Stacy Byrd
Heather Schoen
Carol Pope
Elliott Daniel
Molly Butler
Karen Abbott

"Each One Reach One" Necklace Winners

Aundie Bland
Starlyn Williams-Griffis

Key Chain Winners

Aundie Bland
Gloria Rascon

A typical quality of a successful person is persistence. When you have persistence, your dreams can come true. Being persistent may sound easy, but it really isn't. Many things pop up to deter us from our course. When they do, people without persistence find it easy to rationalize themselves back into their old rut again. Our excuses may sound very rational, even to ourselves, but they still are excuses and nothing more. So to find the success we seek, it is necessary to persist day by day. (From My Heart to Yours, Page 8)

STAR CONSULTANT PROGRAM PRIZES



DECEMBER 16 - MARCH 15

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JUANITA FABIAN	\$1,677.00	\$123.00	\$723.00	\$1,323.00	\$1,923.00	\$3,123.00
GLORIA RASCON	\$1,208.00	\$592.00	\$1,192.00	\$1,792.00	\$2,392.00	\$3,592.00
AUNDIE BLAND	\$861.00	\$939.00	\$1,539.00	\$2,139.00	\$2,739.00	\$3,939.00
GLYNDA LENNON	\$632.00	\$1,168.00	\$1,768.00	\$2,368.00	\$2,968.00	\$4,168.00
DONNA FISCHER	\$615.50	\$1,184.50	\$1,784.50	\$2,384.50	\$2,984.50	\$4,184.50
TIA RALEY	\$595.50	\$1,204.50	\$1,804.50	\$2,404.50	\$3,004.50	\$4,204.50
STACY ERWIN	\$558.50	\$1,241.50	\$1,841.50	\$2,441.50	\$3,041.50	\$4,241.50
DINORAH NEAL	\$557.00	\$1,243.00	\$1,843.00	\$2,443.00	\$3,043.00	\$4,243.00
JANELLE BOOK	\$540.00	\$1,260.00	\$1,860.00	\$2,460.00	\$3,060.00	\$4,260.00
KAREN ABBOTT	\$520.00	\$1,280.00	\$1,880.00	\$2,480.00	\$3,080.00	\$4,280.00
BARBARA SALVATO	\$513.00	\$1,287.00	\$1,887.00	\$2,487.00	\$3,087.00	\$4,287.00
STARLYN WILLIAMS-GRIFFIS	\$489.00	\$1,311.00	\$1,911.00	\$2,511.00	\$3,111.00	\$4,311.00
MONICA CASTILLO	\$422.50	\$1,377.50	\$1,977.50	\$2,577.50	\$3,177.50	\$4,377.50
VICKIE LEM	\$411.50	\$1,388.50	\$1,988.50	\$2,588.50	\$3,188.50	\$4,388.50
BETTY LEHR	\$2,640.40	*****	STAR	\$359.60	\$959.60	\$2,159.60

Welcome *New Consultants*

New Consultant

Abby B. Clampitt
Christi Clampitt
Adriana Ibarra
Leandra Krueger
Stacie McMahon
Shirley A. Smith

From

WICHITA FALLS, TX
MARLOW, OK
SAN ANGELO, TX
SAN ANGELO, TX
ALVORD, TX
SAN ANGELO, TX

Sponsored by

A. Bland
A. Bland
B. Lehr
B. Lehr
A. Bland
B. Lehr

DIQ PROMOTION

Extended

PRE-QUALIFICATION

- ~~Star Consultant~~ previous or current quarter
- Must be active
- ~~10~~ 8 active* personal team members

Now through June 30th.

QUALIFICATION

- Qualify in 1, 2, or 3 months ~~or 4 months~~
- 24 total active* DIQ unit members
- ~~5~~ NO qualified** personal team members
- \$18,000 ~~\$13,500~~ total DIQ unit wholesale production
- \$4,000 ~~\$3,000~~ maximum personal wholesale production

BENEFITS

- Invitation to attend LUNCHEON
- Prizes



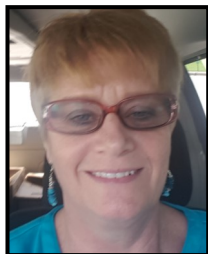
All in with 8!

shooting for the

Stars

top in retail sales

Company Court of Sales



Juanita
Fabian



Donna
Fischer



Starlyn
Williams-Griffis

	Consultant	Retail	YTD PCP	YTD Retail
1	Juanita Fabian	\$11,784.00	\$0.00	\$11,784.00
2	Donna R. Fischer	\$6,327.00	\$0.00	\$6,327.00
3	S. Williams-Griffis	\$5,912.00	\$0.00	\$5,912.00
4	Tia Raley	\$5,357.00	\$0.00	\$5,357.00
5	Barbara J. Salvato	\$3,843.00	\$0.00	\$3,843.00
6	Louise Wood	\$3,728.00	\$0.00	\$3,728.00
7	Stacy Erwin	\$3,498.00	\$0.00	\$3,498.00
8	Linda A. Schwertner	\$3,232.00	\$0.00	\$3,232.00
9	Sylvia Nichols	\$3,216.00	\$0.00	\$3,216.00
10	Heather Schoen	\$3,194.00	\$0.00	\$3,194.00

We are looking for women to be in the Unit
Court of Sharing.

Share this Career Opportunity with everyone
you facial!

Washing your Brushes



Studies have shown that fungus and bacteria like to hang out on soft bristles, so be sure to wash your brushes regularly. Using hair bands on a towel rack is clever and upside down is the best way to keep the brushes in their intended shape.

Check out LUIS CASCO's
Essential Brush Video -
[CLICK HERE TO WATCH.](#)



national court of sales

- » **National**
\$40,000 Retail/ \$20,000 whsl
- » **Area**
\$20,000 Retail/ \$10,000 whsl
- » **Unit**
\$10,000 Retail/ \$5,000 whsl



national court of sharing

- » **National**
24 Team Members
- » **Area**
12 Team Members
- » **Unit**
6 Team Members





Celebrate!

April ● ● ● ● ● ● ● ● ● ●

Happy Birthday

MK Anniversary

Birthdays	Day	Anniversaries	Years	Anniversaries	Years
Sharon Coats	10	Cynthia A. Watkins	30	Gwendolen M. Landers	8
Gloria Rascon	19	Tricia M. Sims-Pate	23	Marissa C. Guerrero	7
Sylvia Nichols	24	Lois F. Bishop	14	Thomasenia Williams	7
Heather Schoen	27	Stacy S. Byrd	12	Janet J. Jones	4
Stacy S. Byrd	28	Cynthia L. McMinn	11	Rebecca Torans	2
Stacie McMahon	30	DeAnna Gully	8	Vickie Lem	1

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Juanita Fabian	\$1,003.00	Stacy S. Byrd	\$315.50	S. Williams-Griffis	\$230.50
Aundie L. Bland	\$612.50	Heather Schoen	\$312.00	Carolyn K. Haynes	\$228.00
Gloria Rascon	\$601.00	Carol J. Pope	\$274.50	Marisa R. Najar	\$226.50
Vickie Lem	\$411.50	Elliott Daniel	\$268.50	Janelle A. Book	\$226.00
Jac alyn M. Pruser	\$398.00	Molly R. Butler	\$260.50	Linda A. Schwertner	\$138.50
Donna R. Fischer	\$346.50	Karen D. Abbott	\$254.00	Gloria I. Levesque	\$101.00
Barbara J. Salvato	\$346.00	Kaye Tilley	\$239.00	Leah Zaruba	\$91.00
Tia Raley	\$339.50	Marissa C. Guerrero	\$235.00	Cynthia L. McMinn	\$90.50
Shirley A. Smith	\$333.00	Stacy Erwin	\$232.00	Betty R. Lehr	\$1,574.00
Janet J. Jones	\$317.65				

Doing What Does NOT Come Easily

by Ann Vertel, Author, Speaker and Trainer

Wouldn't it be nice if becoming a success was easy?

Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions.

You already know what it would take for you to become an uncanny success. The question is, are you willing to **do** what it takes? Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation **just isn't convenient**. They'd have to give up things they're used to.

Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. **They base their actions on what will make them a success.**

Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.

steppin' up the

Ladder



Senior Consultants

- 1-2 Active Team Members
- 4% Commissions
- Eligible to order Red Jacket (2 Active)

<i>Karen D. Abbott</i>	<i>Cynthia L. McMin</i>
<i>Justina M. Saunders</i>	<i>Janet J. Jones</i>
<i>Rita G. Temple</i>	<i># Gwendolen M. Landers</i>
<i>* Heather A. Johnson</i>	
<i>Aundie L. Bland</i>	<i>Sylvia Nichols</i>
<i>Tia Raley</i>	<i>Dinorah M. Neal</i>
<i>* Abby B. Clampitt</i>	<i>Gloria Rascon</i>
<i>* Christi Clampitt</i>	<i>* Brenda J. Lewis</i>
<i>* Stacie McMahon</i>	<i>* Marta Martinez</i>
	<i>Tia Raley</i>
<i>Barbara Block</i>	<i>Vickie Lem</i>
<i>Stacy S. Byrd</i>	
<i>Carolyn K. Haynes</i>	<i>Justina M. Saunders</i>
	<i>Marisa R. Najar</i>
<i>Janelle A. Book</i>	<i>* Peggy Logan</i>
<i>Jac alyn M. Pruser</i>	
	<i>Starlyn L. Williams-Griffis</i>
<i>Stephanie Free</i>	<i>Yulonda R. Hill</i>
<i>Stacy Erwin</i>	<i>Patricia A. Knowles</i>
<i>* Courtney Henrickson</i>	<i>* Ada Castro</i>
	<i>* Rosilyn Griffis</i>
<i>Marissa C. Guerrero</i>	<i>* Carol Moore</i>
<i>Stephanie Free</i>	<i># Setina L. Bellasse</i>
<i>Heather Schoen</i>	<i># Ann Burton</i>
<i># Tymothy S. Guerrero</i>	<i># Cherrille McWilliams</i>
	<i># Arlene Murray</i>
	<i># Rebecca Torans</i>
	<i># Thomasenia Williams</i>

Star Team Builder

- 3-4 Active Team Members
- 4% Commissions
- \$50 Red Jacket Rebate
- \$50 Team Building Bonus



Tricia M. Sims-Pate
Karen D. Abbott
Lois F. Bishop
Elizabeth L Crabtree

Team Leader/ Future Director/ DIQ

- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses



Earn the use of a Career Car or Cash Compensation

Juanita Fabian
Juanita M. Castillo
Roxanna McDonald
Aimee M. Mitchell
Kaye Tilley
S. Williams-Griffis
Krista Hillman

Director

- 5+ Active Team Members
- 9 or 13% Unit Commissions
- 9 or 13% Personal Commissions
- \$100 Team Building Bonuses
- Unit Bonuses
- Earn the use of a Career Car or Cash Compensation



Betty Lehr

>>> Team Building Tip of the Month <<<

Team Building is a process. Its been said that some personality types need to hear information about an opportunity 7 or more times before committing to it. Have you ever had a potential team member fall through the cracks? Shared the Mary Kay opportunity with her once and then forgotten to share anything with them again? It's not because you didn't want to or that you forgot about her, but maybe you didn't have a system in place or weren't organized enough to give her enough opportunities to make her decision. With this system no one will ever get forgotten. You will be giving everyone the information they need to make their decision.

1. Uses the Product
2. Hosted a Party
3. Watched a Marketing Video
4. Listened to a Marketing Call

5. Given a Recruiting Packet
6. Had a One on One Sharing Appointment
7. Attended a Recruiting Event
8. Followed up with Your Director

Click below for

SCRIPTS

and

**COMMUNICATION
SYSTEM**

START STRONG,
STAY STRONG, AND
FINISH STRONG BY
ALWAYS REMEMBERING
WHY YOU'RE DOING IT IN
THE FIRST PLACE.

{RALPH MARSTON}

Look who is
Registered
for Career Conference

Aundie Bland
Juanita Fabian
Sylvia Nichols
Kimberlee Santillan
Betty Lehr

a note from Betty

THE FINAL FOUR! Are you ready for these next 4 months, stretching to reach Seminar goals? Are you ready to get up and take Action; FOCUSED ACTION? WORK WITH PURPOSE!

Filling your mind and heart with positive inspirational material will help you remember why you began your Mary Kay journey. There will be times that you will be faced with obstacles and setbacks. These are the times when you will find out what you're really made of. These are the moments you will find out just how much you want your dreams to come true. These are the times when your character is built. Surrounding yourself with uplifting people and only allowing positive thoughts to take root will help you stay focused on what matters during the tough times. What you choose to focus on when things get tough will determine your attitude and actions.

These last 4 months could change your life. Picture yourself walking across the Seminar Stage! You will be incredibly proud of yourself for putting forth the effort and staying focused. The beauty of a Mary Kay business is that the effort does not require back breaking hours of work. Part-time hours can earn you the use of driving a Career Car, Directorship and lots of CASH! It is up to you!!! BIG ACTIVITY PRODUCES BIG RESULTS!

With tons of thankfulness,

Betty

PRODUCT BONUS OFFER
ENDS MARCH 31

"C" a Powerful Opportunity

EXTENDED

me:wise
Vitamin C
Anti-Aging
Serum

New Consultants get TWO Free Vitamin C[®] Products when they start their business in March.

RETOUCH TO COME

Be a STAR
Consultant

Hold 2 Classes

Sell 1 Brush Set

Attend all Success
Meetings/ Calls

Hold 5 Interviews

Sell 2 New
Sun Care Products

Builder's of Excellence

MARCH PROMOTION

Betty Lehr (325)205-2882 blehr1223@gmail.com

Color in the SHAMROCKS when you have completed each activity.

Please return to me by the 5th of April.

NAME: _____

SHAMROCKS COLORED: _____

6 Shamrocks



Section 2 Love
Package

12 Shamrocks



Starbucks Gift Card

18 Shamrocks



Tear Diamond shaped
Earrings

24 Shamrocks



She Believed She
Could... So She Did
Bracelet

Sell 2 Satin Body
Shea Products

Add 1 New
Team Member

Give 5 sincere
compliments in 1
day

Hand out 5
Business Cards

Sell a TW
Repair Set

Have a \$100
Day & Tell your
Director

5 Customer Calls
(must talk with
them)

Add 1 New
Team Member

Sell a TW
Repair Set

Complete a
Power Start

Submit your WAS
sheet each Monday

Sell \$500 in 1
Week

Get 10 Referrals
in 1 day

Order \$600 Whsl

Sell \$300 in 1
Week

Add 1 New
Qualified Team
Member

Order \$225
Whsl

Hold 2
Classes

Order \$650
whsl

Sell a
Miracle Set

Host a Party, Pick a Prize!



There are 6 virtual 4-Leaf Clovers, each containing a FREE gift!
Comment below with your clover number and preferred party date.
I will private message you to reveal your special gift!
See below what you can earn at your party.

Adults ages 18+ who do not currently have an Independent Beauty Consultant. Prizes will be awarded at your party.

Want to Get Lucky with Mary Kay Madness in March?

L	LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL	\$10 MARY KAY
U	AT LEAST 2 GUESTS SCHEDULE THEIR OWN MAKEOVER OR PARTY	\$10 MARY KAY
C	CATALOGUE SALES OF \$100+ OR AT-PARTY SALES OF \$200+	\$10 MARY KAY
K	KEEP ORIGINAL APPT AND GIVE ME YOUR GUEST LIST	\$10 MARY KAY
Y	YOU + 3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT	\$10 MARY KAY

Make it Happen in March



Starter Kit Product Bonus Offer

New Consultants can get two FREE* vitamin C products when they start their businesses in MARCH!

Double Down Team Building Bonus

Active Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification who have a minimum of three active* personal team members always receive a \$50 Team-Building Bonus, you will now receive \$100 in March.

All in with 8

With the All In With 8! DIQ Promotion, from Jan. 1 through June 1, 2018, a Future Sales Director will be eligible to enter the Sales Director-in-Qualification program when she has 8 or more active* personal team members!

Team Building March Promotions

DOUBLE DOWN ON TEAM-BUILDING!

FEBRUARY AND MARCH 2018 DOUBLE TEAM-BUILDING BONUS

**FIND ALL THE
DETAILS ON
MARY KAY INTOUCH®
TODAY!**

Active Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification

who have a minimum of three active* personal team members always receive a \$50 Team-Building Bonus for each qualified** new personal team member beginning with the fourth personal team member. In the month your team member's initial qualifying order is received, you must be active and have a minimum of three other active personal team members to receive the bonus. **In February and March 2018, the Team-Building Bonus will be doubled.** Instead of \$50 for each qualified** new personal team member, you will now receive \$100. **So go for it.**

IBC	IS IBC ACTIVE?	ENDS THE MONTH WITH ACTIVE* PERSONAL TEAM MEMBERS	NEW PERSONAL TEAM MEMBERS ADDED DURING THE MONTH	BONUS EARNED
Suzy	Yes	4	1 Qualified**	Yes, \$100
<i>Suzy qualifies with a minimum of three active personal team members in the month her new personal team member's qualifying order is received in February or March. Suzy's \$50 Team-Building Bonus is doubled to \$100.</i>				
Deb	Yes	4	2 Qualified**	Yes, \$100
<i>Deb qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. The bonus begins with the fourth personal team member, so her \$50 Team-Building Bonus is doubled to \$100.</i>				
Ann	Yes	8	2 Active* / 2 Qualified**	Yes, \$200
<i>Ann qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. Since she has two qualified new personal team members, her \$100 Team-Building Bonus is doubled to \$200.</i>				
Jan	Yes	4	4 Qualified**	Yes, \$100
<i>Jan qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. Because the Team-Building Bonus begins with the fourth personal team member, Jan's \$50 Team-Building Bonus is doubled to \$100.</i>				
Meg	Yes	4	1 Active*	No
<i>Although Meg has four active personal team members, she does not have a new personal team member whose qualifying order is received in February or March. Therefore, she does not qualify for the Team-Building Bonus.</i>				
Julie	Yes	3	1 Qualified**	No
<i>Julie has three active personal team members, one whose qualifying order is received in February or March. However, since the Team-Building Bonus is paid beginning with the fourth personal team member, she does not qualify for the bonus.</i>				
Melissa	Yes	4	2 Active*	No
<i>Although Melissa has four active personal team members, she does not have a new personal team member whose qualifying order is received in February or March. Therefore, she does not qualify for the Team-Building Bonus.</i>				
Robin	Yes	3	2 Active* / 1 Qualified**	No
<i>Robin has three active personal team members, one whose qualifying order is received in February or March. However, since the Team-Building Bonus is paid beginning with the fourth personal team member, she does not qualify for the bonus.</i>				

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

**A qualified team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

In order to count toward the Double Team-Building Bonus in February, Independent Beauty Consultant Agreements may be received and accepted by the Company in January or February as long as the qualifying order is placed in February. In order to count toward the Double Team-Building Bonus in March, Independent Beauty Consultant Agreements may be received and accepted by the Company in February or March as long as the qualifying order is placed in March. Qualifying orders placed in April will not count toward the Double Team-Building Bonus.

MARY KAY

Builders of Excellence



Betty Lehr

7885 Lehr Rd
San Angelo, TX 76905
(325)205-2882

important Dates

- Mar 11** - Daylight Savings Time
- Mar 15** - Quarter 3 Star Consultant Ends
- Mar 16** - Quarter 4 Star Consultant Begins
- Mar 16** - Week One of CAREER CONFERENCE
- Mar 23** - Week Two of CAREER CONFERENCE
- Mar 28** - Last day to place telephone orders for March
- Mar 30** - Good Friday - All Company Offices Closed
- Mar 31** - Last day to place on-line orders for March
- April 17** - Last day to enroll customers into PCP for Summer Book
- April 24** - Seminar Reg. opens for qualified **Ruby** consultants
- April 25** - Seminar Reg. opens for qualified **Sapphire** consultants
- April 26** - Seminar Reg. opens for qualified **Emerald** consultants
- April 27** - Seminar Reg. opens for qualified **Diamond** consultants
- April 28** - Last day to place telephone orders for April
- April 30** - Last day to place on-line orders for April
- April 30** - Registration opens for ALL consultants

March News

March Bracelet

When you order \$600+ whsl in MARCH, you will receive the PASSION Bracelet.

When you have a passion for your business, it shows in every action you take.



Seminar Consistency

Achieve New Faces Take you Places in March, April, May and June PLUS Add One New Qualified Team Member to your team.



Besties

Give your business a boost this March! This fabulous bundle contains all your easy-to-sell faves at a 55% discount! A deal like this just can't be beat.

